

Message Text

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44

ACTION EUR-12

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FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 6002

UNCLAS BUCHAREST 6632

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJ: MATERIALS HANDLING TECHNICAL SALES SEMINAR (TSS)

REF: USDOC 17633

1. AS EXPECTED, WE HAVE HAD DIFFICULTY PINNING DOWN THE APPROPRIATE GOR AGENCY TO CO-SPONSOR TSS. AFTER WEEKS OF ATTEMPTS TO DISCUSS SEMINAR WITH MINISTRY OF MACHINE BUILDING, LATTER TOLD COMATT IN MEETING DECEMBER 26 THAT MINISTRY OF TECHNICAL AND MATERIAL SUPPLY WOULD BE MORE APPROPRIATE PARTNER. APPARENTLY MINISTRY OF SUPPLY RECENTLY ASSISTED AN ITALIAN TRADE MISSION IN A RELATED FIELD, SO WE ARE CONFIDENT THAT WE WILL ULTIMATELY FIND AT LEAST A NOMINAL CO-SPONSOR. AT THE SAME TIME, MINISTRY OF MACHINE BUILDING DID PROMISE TO OBTAIN MAXIMUM ATTENDANCE FROM SPECIALISTS IN MATERIALS HANDLING WITHIN ITS DOMAIN, WHICH IS PROBABLY SUFFICIENT TO GUARANTEE TSS BROAD CONTACT WITH END-USERS. TSS PLANNING AND RECRUITING FOR ROMANIA SHOULD CONTINUE WHILE WE NAIL DOWN THE VARIOUS ORGANIZATIONS CONCERNED.

2. DATES AND PAPER TOPICS ARE ACCEPTABLE TO EMBASSY.

3. SHORTLY AFTER RECEIVING REFTEL WE TELEXED TOPICS AND DATES TO HARNISHFEGER IN DUSSELDORF AND SUGGESTED THAT THEY CONTACT MR. PROSSER IN MILWAUKEE. WE HAVE HEARD NOTHING MORE FROM THEM, BUT WILL INFORM USDOC IF WE DO.

4. WE HAVE ALSO CONTACTED FTO CONTRANSIMEX (UNDER MINISTRY
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OF TRANSPORT) REGARDING TSS. THEY ARE RESPONSIBLE FOR IMPORTS

TO EXPAND THE PORT OF CONSTANTA (ROMANIA'S PRINCIPAL PORT
AND ENTRANCE TO THE PLANNED DANUBE/BLACK SEA CANAL), AND
WOULD BE INTERESTED IN QUOTE ANY MATERIALS HANDLING EQUIPMENT
TO BE USED IN HARBORS UNQUOTE. THEY SPECIFICALLY SUGGESTED
CONTAINER HANDLING EQUIPMENT, CRANES AND FLOATING CRANES.
BELIEVE CONTRANSIMEX AND END-USERS IT SERVES WOULD BE MOST
INTERESTED IN PAPER ON INTERMODAL CONTAINERIZATION.
BARNES

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